

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01683 220817Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 EUR-12 /031 W  
-----080737 221309Z /41

R 220643Z MAR 78  
FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
AMEMBASSY ATHENS  
AMEMBASSY BRUSSELS  
AMEMBASSY LONDON  
AMEMBASSY TEHRAN  
INFO SECSTATE WASHDC 510

UNCLAS KUWAIT 1683

ATHENS FOR RTDO

COMMERCE FOR ITA/BED/CAGNE

DEPT. FOR NEA/ARP

ADDRESSEES FOR INTERESTED FIRMS

E.O. 11652: N/A  
TAGS: BTIO, KU  
SUBJECT: \$1.1 BILLION DOHA WEST POWER STATION:  
CONSORTIUM POSSIBILITY

REF: (A) KUWAIT 1526 (NOTAL), (B) 77 KUWAIT 7076 (NOTAL),  
(C) 77 KUWAIT 5880 (NOTAL).

1. GENERAL MANAGER SAMIR LABABIDI OF MOHAMAD HOMOOD AL SHAYA  
CO. (WTD 10/77, REF C) HAS APPROACHED THE EMBASSY WITH  
THE FOLLOWING INFORMATION AND REQUEST FOR ASSISTANCE REGARD-  
ING THE FORMATION OF A CONSORTIUM OF AMERICAN FIRMS TO TENDER  
FOR THE \$1.1 BILLION DOHA WEST POWER STATION PROJECT:

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 01683 220817Z

A. IN DISCUSSIONS WITH SENIOR OFFICIALS OF MINISTRY OF  
ELECTRICITY AND WATER (NEW), GOK AGENCY CHARGED WITH  
THIS PROJECT, AL SHAYA HAS BEEN TOLD THAT MEW IS DEEPLY  
INTERESTED IN INVOLVING AMERICAN FIRMS IN ITS PROJECTS  
AND TENDERS, BUT THAT IT HAS BEEN FRUSTRATED SO FAR BY  
THEIR SEEMING LACK OF INTEREST. MEW OFFICIALS TOLD AL  
SHAYA THAT AMERICAN FIRMS HAVE A VERY GOOD CHANCE OF

WINNING IF THEY DO BID.

B. IT WAS ALSO INTIMATED THAT AMERICAN FIRMS SUBMITTING BIDS WOULD NOT RPT NOT ENCOUNTER BOYCOTT DIFFICULTIES.

C. FIRMS BIDDING ON THE PROJECT WOULD BE ABLE TO SUBMIT ALTERNATIVE SPECIFICATIONS AND TO REDESIGN SPECIFICATIONS WITHIN THE OVERALL REQUIREMENTS.

D. EQUIPMENT SUPPLIERS WOULD BE ABLE TO STIPULATE CONDITIONS SO AS TO COVER INFLATION AND CONTRACTORS WOULD BE ABLE TO INDEX THEIR LABOR COSTS ON A YEARLY BASIS FROM THE INDICES COMPILED BY THE KUWAIT CHAMBER OF COMMERCE.

E. LOCAL BANKING AND INSURANCE INSTITUTIONS ARE READY TO PROVIDE PERFORMANCE AND BID BON GUARANTEES TO QUALIFYING FIRMS.

2. MOHAMMAD HOMOOD AL SHAYA CO., MULTI-MILLION DOLLAR TRADING AND CONSTRUCTION CONGLOMERATE IN ITS OWN RIGHT, IS WELL QUALIFIED TO ACT AS A PARTNER WITH AN AMERICAN CONSORTIUM TO BID ON THE DOHA WEST TENDER. AL SHAYA CO. IS CURRENTLY ASSOCIATED WITH BECHTEL IN BUILDING NEW SHERATON HOEL ANNEX AND IS DISCUSSING PARTICIPATION IN THIS VENTURE WITH THAT COMPANY.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 KUWAIT 01683 220817Z

3. AL SHAYA CO. IS INTERESTED IN DETERMINING WHETHER GENERAL ELECTRIC OR WESTINGHOUSE ARE INTERESTED IN BIDDING WITH THEM ON DOHA WEST. IF NOT, OWNER KHALED AL-SHAYA AND LABABIDI ARE PREPARED TO TRAVEL TO THE UNITED STATES DURING FIRST WEEK OF APRIL TO SEEK OUT STEAM TURBINE, STEAM BOILER, AND POWER PLANT MANUFACTURERS AND SUPPLIERS AND CONSTRUCTION FIRMS INTERESTED IN PUTTING TOGETHER A TURNKEY PROPOSAL TO PRESENT TO MEW.

4. ACTION REQUESTED: ALERT GE AND WESTINGHOUSE TO ABOVE INFO AND CIRCULATE IT ALSO TO OTHER INTERESTED U.S. FIRMS CAPABLE OF FULFILLING THE REQUIREMENTS OUTLINED IN REF A, I.E., THE PROVISION OF EQUIPMENT FOR A POWER STATION CONSISTING OF 6 GENERATORS AND STEAM BOILERS WITH A UNIT CAPACITY OF 280 MEGAWATTS. INTERESTED FIRMS SHOULD CONTACT:

SAMIR LABABIDI  
GENERAL MANAGER  
MOHAMMAD HOMOOD AL SHAYA CO.  
P.O. BOX 181  
KUWAIT, KUWAIT

TEL: 413820  
TELEX: ALSHAYA 2322 KT  
CABLE: ALSHAYA  
MAESTRONE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978KUWAIT01683  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780126-0225  
**Format:** TEL  
**From:** KUWAIT  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780338/aaaabgan.tel  
**Line Count:** 120  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 4966c1bf-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 KUWAIT 1526, 77 KUWAIT 7076, 77 KUWAIT 5880  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3241617  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** \$1.1 BILLION DOHA WEST POWER STATION: CONSORTIUM POSSIBILITY  
**TAGS:** BTIO, KU  
**To:** COM ATHENS  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/4966c1bf-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014